

# JAMES J. KELLARIS

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## ***Office:***

Department of Marketing  
Lindner College of Business  
433 Carl H. Lindner Hall  
2925 Campus Green Drive  
University of Cincinnati  
P.O. Box 210145  
Cincinnati, OH 45221-0145  
USA

*Tel:* 513.556.7070 sect'y.  
513.556.7101 direct  
*Fax:* 513.556.0979

*Email:* James.Kellaris@UC.Edu  
*Web:* <http://business.uc.edu/James-Kellaris>

## ***Residence:***

5801 Oakridge Drive  
Hamilton, OH 45011  
USA

*Tel:* 513.379.0564

## **CURRENT POSITION**

**Professor** and James S. Womack/Gemini Corporation Chair of Signage and Visual Marketing, Department of Marketing, Carl H. Lindner College of Business, University of Cincinnati.

## **RESEARCH INTERESTS**

- The influences of music on consumers, including affective, cognitive, and behavioral effects of music in advertising and retail environments, hedonic consumption of music, empirical aesthetics, the influence of music on time perception, music and memory - particularly the “earworm” phenomenon.
- Marketing ethics, including contextual and cultural influences on ethical judgment and choice, ethical decision making processes, judgmental biases, impact of ethical ideologies, cross-cultural differences in ethical criteria and decision processes.
- Signage as visual branding and marketing communication devices. Design features, visual acuity, processing fluency effects.

## **RESEARCH PUBLICATIONS**

### **Journal Articles:**

Kellaris, James J., and Karen A. Machleit (2016), "Signage as Marketing Communication: A Conceptual Model and Research Propositions," *Interdisciplinary Journal of Signage and Wayfinding*, 1 (1), 1-17. Available online at: <https://ijsw.shareok.org/home/index>

Sundar, Aparna, and James J. Kellaris (2015 – online), "How Logo Colors Influence Shoppers' Judgments of Retailer Ethicality: The Mediating Role of Perceived Eco-Friendliness," *Journal of Business Ethics*, 131(1). DOI 10.1007/s10551-015-2918-4. Available online at: <http://www.springer.com/-/4/AVCwxgwN2brxj7RSa6aC>

Dugan, Riley G., and James J. Kellaris (2015), "How Marketing Academics View A-Level Journals: Psychological Insights into Differences between Published and Striving Authors," *Marketing Education Review*, 25(3), 245-258. (published online July 7, 2015)

Krishnan, Vijaykumar, Karen A. Machleit, James J. Kellaris, Ursula Sullivan, and Timothy W. Aurand (2014), "Musical Intelligence: Explication, Measurement, and Implications for Consumer Behavior," *Journal of Consumer Marketing*, 31(4), 278-289.

Wright, Scott A., John B. Dinsmore, James J. Kellaris (2013), "How Group Loyalties Shape Ethical Judgment and Punishment Preferences," *Psychology & Marketing*, 30(3), 203-210.

Krishnan, Vijaykumar, James J. Kellaris, and Timothy W. Aurand (2012), "Sonic Logos: Can Sound Influence Willingness To Pay?" *Journal of Product and Brand Management*, 21(4), 275-284.

Jung, Jae Min, Kyeong Sam Min, and James J. Kellaris (2011), "The Mere Game Effect: How Playing an Online Game Increases Liking for a Product Placed in the Game," *Psychology & Marketing*, 28(7), 678-698.

Cline, Thomas W., Karen A. Machleit, and James J. Kellaris (2011), "Consumers' Need for Levity in Advertising Communications," *Journal of Marketing Communications*, 17(1), 17-35.

Kellaris, James J. (2010), "Using Demonstration Experiments to Illustrate the Pitfalls of Unintentional Moral Relativism," *Christian Business Academy Review*, 5(1), 41-46.

Jung, Jae Min, Kawpong Polyorat, and James J. Kellaris (2009), "A Cultural Paradox in Authority-Based Advertising Appeals," *International Marketing Review*, 26 (6), 601-632.

Pashkevich, Vladimir, David Curry, James Kellaris and Norman Bruvold (2008), "The Role of Culture-Level Factors in Shaping On-line Purchase Intentions: A Cross-Country Comparison," *Journal of International Business and Economy* 9 (1).

Kellaris, James J., and Thomas W. Cline (2007), "Humor and Ad Memorability: On the Contributions of Humor Expectancy, Relevancy, and Need for Humor," *Psychology & Marketing* 24 (6), 497-509.

Cline, Thomas W., and James J. Kellaris (2007), "The Influence of Humor Strength and Humor-Message Relatedness on Ad Memorability: A Dual Process Model," *Journal of Advertising*, 36 (1), 55-67.

Jung, Jae Min and James J. Kellaris (2006), "Responsiveness to Authority Appeals among Young French and American Consumers," *Journal of Business Research*, 59 (6), 735-744. <http://dx.doi.org/10.1016/j.jbusres.2006.01.011>

Cronley, Maria, Steven S. Posavac, Tracy Meyer, Frank R. Kardes, James J. Kellaris (2005), "A Selective Hypothesis Testing Perspective on Price-Quality Inference and Inference-Based Choice," *Journal of Consumer Psychology*, 15 (2). 368-374.

Kardes, Frank R., Maria L. Cronley, James J. Kellaris, and Steven S. Posavac (2004), "The Role of Selective Information Processing in Price-Quality Inference," *Journal of Consumer Research*, 31 (2), 368-374.

Jae Min Jung and James J. Kellaris (2004), "Cross-National Differences in Proneness to Scarcity Effects: The Moderating Roles of Familiarity, Uncertainty Avoidance, and Need for Cognitive Closure," *Psychology & Marketing*, 21(9), 741-755.

Cline, Thomas W., Moses B. Altsech, and James J. Kellaris (2003), "When Does Humor Enhance or Inhibit Ad Responses? The Moderating Role of Need for Levity," *Journal of Advertising*, 32 (3), 31-46.

Mantel, Susan Powell, and James J. Kellaris (2003), "Exploring Determinants of Psychological Time: The Impact of Cognitive Resources Required and Available on the Estimation of Lapsed Time," *Journal of Consumer Research*, 29 (4), 531-538.

Sivadas, Eugene, Susan B. Kleiser, James Kellaris, and Robert Dahlstrom (2003), "Moral Philosophy, Ethical Evaluations, and Sales Manager Hiring Intentions," *Journal of Personal Selling and Sales Management*, 23 (1), 7-21.

Kleiser, Susan B., Eugene Sivadas, James J. Kellaris, and Robert F. Dahlstrom (2003), "Ethical Ideologies: Efficient Assessment and Influence on Ethical Judgments of Marketing Practices," *Psychology & Marketing*, 20 (1), 1-21.

Jung, Jae Min, and James J. Kellaris (2001), "Business Students' Perceptions of Shifts in Core Values of American Culture: A Report from the Trenches," *Journal of Biblical Integration in Business*, Fall, 49-63.

Kent, Robert J., and James J. Kellaris (2001), "Competitive Interference Effects in Memory for Advertising: Are Familiar Brands Exempt?" *Journal of Marketing Communications*, 7 (3), 159-169.

Cline, Thomas W. and James J. Kellaris (1999), "The Joint Impact of Humor and Argument Strength in a Print Advertising Context: A Case for Weaker Arguments," *Psychology & Marketing*, 16, 1, 69-86.

Boyle, Brett A., Robert F. Dahlstrom, and James J. Kellaris (1998), "Points of Reference and Individual Differences As Sources of Bias in Ethical Judgments," *Journal of Business Ethics*, 17, 5, 517-525.

Sivadas, Eugene, Rajdeep Grewal, and James J. Kellaris (1998), "The Internet as a Micro Marketing Tool: Targeting Consumers Through Preferences Revealed in Music Newsgroup Usage," *Journal of Business Research*, 41, 3, 179-186.

Kellaris, James J., Robert F. Dahlstrom, and Brett A. Boyle (1996), "Contextual Bias in Ethical Judgment in Marketing," *Psychology & Marketing*, 13, 7, 677-694.

Kellaris, James J., and Susan P. Mantel (1996), "Shaping Time Perceptions with Background Music: The Effect of Congruity and Arousal on Estimates of Ad Durations," *Psychology & Marketing*, 13, 5 (August), 501-515.

Kellaris, James J., Frank R. Kardes, Theresa DiNovo (1995), "Exploring the Boundaries of the Framing Effect: The Moderating Roles of Disparate Expected Values and Perceived Costs of Judgmental Errors," *Marketing Letters: A Journal of Research in Marketing*, 6, 3, 175-182.

Machleit, Karen A., James J. Kellaris, and Sevgin Eroglu (1994), "Human vs. Spatial Dimensions of Crowding Perceptions in Retail Environments: A Note on Their Measurement and Impact on Shopper Satisfaction," *Marketing Letters*, 5, 2, 183-194.

Kellaris, James J., Brett A. Boyle, and Robert F. Dahlstrom (1994), "Framing and Situational Ethics," *Marketing Letters*, 5, 1, 69-75.

Kellaris, James J., and Robert J. Kent (1993), "An Exploratory Investigation of Responses Elicited by Music Varying in Tempo, Tonality, and Texture," *Journal of Consumer Psychology*, 2, 4, 381-401.

Kellaris, James J., Anthony D. Cox, and Dena Cox (1993), "The Effect of Music on Ad Processing: A Contingency Explanation," *Journal of Marketing*, 57, 4, 114-125.

Kellaris, James J., and Ronald C. Rice (1993), "The Influence of Tempo, Loudness, and Gender of Listener on Responses to Music," *Psychology & Marketing*, 10, 1, 15-29.

Kellaris, James J., and Robert J. Kent (1992a), "The Influence of Music on Consumers' Temporal Perceptions: Does Time Fly When You're Having Fun?" *Journal of Consumer Psychology*, 1, 4, 365-376.

Dabholkar, Pratibha A., and James J. Kellaris (1992), "Toward Understanding Marketing Students' Ethical Judgment of Controversial Personal Selling Practices," *Journal of Business Research*, 24, 4 (June), 313-329.

Kellaris, James J., and Anthony D. Cox (1989), "The Effects of Background Music in Advertising: A Reassessment," *Journal of Consumer Research*, 16, 1 (June), 113-118. [Reprinted in Joël Bree, ed., *Comportement du Consommateur: Presentation de Textes Choisis*, published by Economica (Caen, France).]

### **Refereed Conference Proceedings:**

Pogacar, Ruth, Karen Machleit, and James Kellaris (2015), "The Influence of Life Abundance and Financial Abundance on Higher Order Goals." Working paper presentation at the Association for Consumer Research conference, New Orleans, LA.

Pogacar, Ruth, Karen Machleit, and James Kellaris (2015), "The Effect of Subjective Abundance on Prosocial Behavior." Working paper presentation at the Association for Consumer Research Asia-Pacific conference, Hong Kong.

Kellaris, James J. (2014), "Viewing Signs Through the Eyes of the Beholders," The Regulation of Signage: Proceedings of the National Signage Research and Education Conference, Signage Foundation, Inc, Cincinnati, October 8-9, 2014.

Sundar, Aparna, and James J. Kellaris (2014), "Blue-washing the Green Halo: How Colors Color Ethical Judgments," accepted for presentation at the conference on the Psychology of Design, to be held May 29-31, 2014 at the Ross Business School, University of Michigan, in Ann Arbor. Will also be published as a book chapter.

Kellaris, James J. (2013), "Additional Insights from the BrandSpark / *Better Homes and Gardens* American Shopper Study™: A Three-year Longitudinal Update," Signage as Advertising: Proceedings of the National Signage Research and Education Conference, Signage Foundation, Inc, Cincinnati, October 9-10, 2013.

Dugan, Riley G., James J. Kellaris, Linda Orr, Jane Z. Sojka (2013), "Sales Job Applicant Tradeoffs between Corporate Social Responsibility and Compensation Levels," Michael Mallin, Ed., Proceedings of the 2013 National Conference in Sales Management, San Diego.

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effect of mortality salience on materialism: The moderating role of regulatory focus,” 2012 Society for Consumer Psychology Conference, Las Vegas, NV. (Working paper session.)

Kellaris, James J. (2011), “100,000 Shoppers Can’t Be Wrong: Signage Communication Evidence from the BrandSpark International Grocery Shopper Survey.” *The Science of Signage: Proceedings of the National Signage Research and Education Conference*, Signage Foundation, Inc, Cincinnati, October 12-13, 2011.

Dinsmore, John, Scott A. Wright, Xiaoning Guo, and James J. Kellaris (2011), “Recession, Financial Hardship, and Ethical Judgment: Do Tough Times Beget Tough Judges?” *Delivering Value in Turbulent Times*, Noble, Stephanie M. and Charles H. Noble, Editors, proceedings of the American Marketing Association Summer Educators’ Conference, San Francisco, pp. 139-146.

Wright, Scott A., John Dinsmore, Xiaoning Guo, and James J. Kellaris (2011), “Biasing Effects of Group Affiliation on Ethical Judgment,” *Delivering Value in Turbulent Times*, Noble, Stephanie M. and Charles H. Noble, Editors, proceedings of the American Marketing Association Summer Educators’ Conference, San Francisco, pp. 137-138.

Kellaris, James J. (2010), “Marketing Students’ Attitudes Towards and Beliefs About Commercial Signage,” in Michael K. Brady & Michael D. Hartline, Ed.s, *Marketing Theory and Applications*, proceedings of the 2010 American Marketing Association Winter Educators’ Conference, vol. 21.

Vijaykumar Krishnan and James J. Kellaris (2009), “Hearing, Remembering, and Branding: Guidelines for Creating Sonic Logos,” ACR special session *From Ear to Brain, from Heart to Pocket*, Association for Consumer Research.

Vijaykumar Krishnan, James J. Kellaris, Frank Kardes, Wei Pan (2009), “Hearing, Remembering, and Branding: Guidelines for Creating Sonic Logos,” in Alexander Chernev, Michael Herzstein and Shilendra Pratap Jain, editors, *Proceedings of the Society for Consumer Psychology Winter 2008 Conference*, San Diego, CA, pp. 62.

Deval, H el ene and James J. Kellaris (2008), “Pimping Culture to the College Crowd: A Comparison of Alternative Social Influence Strategies,” in Maria Cronley and Dhanajay Nayakankuppam, editors, *Proceedings of the Society for Consumer Psychology Winter 2008 Conference*, New Orleans, LA.

Sweeney, Ric and James J. Kellaris (2008), “Gimme Three Good Reasons Not to Do It: The Influence of Frames, Self-Generation and Numerosity of Justifications on Ethical Judgment,” in Maria Cronley and Dhanajay Nayakankuppam, editors, *Proceedings of the Society for Consumer Psychology Winter 2008 Conference*, New Orleans, LA.

Vijaykumar Krishnan, Karen A. Machleit, and James Kellaris (2008), “Musical Intelligence:

Explication, Measurement, and Implications for Consumer Psychology,” in Maria Cronley and Dhanajay Nayakankuppam, editors, *Proceedings of the Society for Consumer Psychology Winter 2008 Conference*, New Orleans, LA.

Kellaris, James J., Vijaykumar Krishnan, and Steve Oakes (2007), “Music and Time Perception: When Does a Song Make It Seem Long?” in Karen Machleit and Andrea Dixon, ed.s, *Creating Value Through Marketing Experiences and Interactive Partnerships*, proceedings of the AMA 2007 Winter Educators Conference, American Marketing Association.

Cline, Thomas W., James J. Kellaris, and Jason Bondura (2007), "Humor and Ad Memorability: On the Contributions of Humor Expectancy, Relevancy, and Need for Humor," in Karen Machleit and Andrea Dixon, ed.s, *Creating Value Through Marketing Experiences and Interactive Partnerships*, proceedings of the AMA 2007 Winter Educators Conference, American Marketing Association.

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Jung, Jae Min and James J. Kellaris (2005), “Responsiveness to Authority Appeals Among Young French and American Consumers,” in Cutris P. Haugtvedt, Dwight Merunka, and Luk Warlop, ed.s, *Proceedings of the 32<sup>nd</sup> La Londe Seminar, Marketing Communications and Consumer Behavior*, La Londe les Maures, France, p. 107-114.

Jung, Jae Min and James J. Kellaris (2005), “When Authority Appeals Backfire: A Study of Reverse Authority Effects Among Young Adults in Three Countries,” in Anne Brumbaugh & Geraldine R. Henderson (ed.s), *Proceedings of the Society for Consumer Psychology Winter 2005 Conference*, pp. 26-27.

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Jung, Jae Min and James J. Kellaris (2004), “The Impact of Culture and Individual Characteristics on Ethical Judgment: A Cross-National Investigation,” in Bernhardt, Kenneth L., James S. Boles, Pam Scholder Ellen, ed.s, *Proceedings of 2004 AMA Summer Educators’ Conference: Enhancing Knowledge Development in Marketing*, Vol. 16, Chicago, IL: American Marketing Association.

Meyer, Tracy, James J. Kellaris, Frank R. Kardes, Maria Cronley, Steven S. Posavac (2004), “When Belief and Evidence Conflict: Factors that Mitigate Consumers’ Selective Use of Price-Quality Data.” In Cheema, Amar, Scott A. Hawkins, and Joydeep Srivastava, eds., *Proceedings of the Society for Consumer Psychology Winter 2004*

Conference, San Francisco, American Psychological Association. [Won *Best Student Paper* award.]

Kellaris, James J. and Jae Min Jung (2003), "The Impact of Perceived Scarcity of Wine On the Purchase Intentions of French and American Consumers," in the proceedings of the 2003 ANZMAC conference, Adelaide, South Australia..

Meyer, Tracy, Maria Cronley, James J. Kellaris, Frank R. Kardes, and Steven S. Posavac (2003), "Overestimation of Price-Quality Relationships Among Naïve Wine Consumers in North America and Europe," in the proceedings of the 2003 ANZMAC conference, Adelaide, South Australia.

Jung, Jae Min and James J. Kellaris (2003), "Proneness to Social Influence: Authority Effects in France and the United States," in Kahle, Lynn R. and Chung-Hyun Kim, eds., Proceedings of the 2003 Advertising and Consumer Psychology Conference, Seoul, Korea, Society for Consumer Psychology / Koeran Marketing Association, p. 20.

Kellaris, James J. (2003), "Dissecting Earworms: Further Evidence on the "Song-stuck-in-your-head" Phenomenon." In Christine Page and Steve Posavac, ed.s, Proceedings of the Society for Consumer Psychology Winter 2003 Conference, New Orleans, LA, American Psychological Society, 220-222.

Kellaris, James. J. and Susan Powell Mantel (2003), "The Impact of Motivation on Judgmental Accuracy In Easy versus Difficult Time Estimation Tasks." In Christine Page and Steve Posavac, ed.s, Proceedings of the Society for Consumer Psychology Winter 2003 Conference, New Orleans, LA, American Psychological Society, 128-129.

Cline, Thomas W., and James J. Kellaris (2003), "The Joint Influence of Humor Strength and Humor-Claims Relevancy on Ad Recall." In Christine Page and Steve Posavac, ed.s, Proceedings of the Society for Consumer Psychology Winter 2003 Conference, New Orleans, LA, American Psychological Society, 259-261.

Alikonis, Caroline R., Joel S. Warm, Gerald Matthews, William N. Dember, Edward M. Hitchcock, and James J. Kellaris (2002), "Vigilance, Workload, and Boredom: Two Competing Models," Human Factors and Ergonomics Society, 46<sup>th</sup> annual meeting, September 2002, Baltimore, MD.

Jung, Jae Min and James J. Kellaris (2002), "Scale for a New Millennium: A Psychometric Measure of Ethical Judgment Using the Dalai Lama's Universal Criteria," in Lindgren, John H. Jr. and William J. Kehoe, eds., Toward Tomorrow: Domestic, Global, Virtual Marketing, San Diego, CA: American Marketing Association. [*Best Paper* award, Society & Marketing track, AMA 2002 Summer Educators' conference.]

Boyle, Brett A., Jae Min Jung, and James J. Kellaris (2001), "The Role of Philosophical Relativism as a Mediator of Cross-National Differences in Ethical Evaluations." In Scott M. Smith, ed., Proceedings of the 8<sup>th</sup> Cross-Cultural Research Conference, Kahuku,



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- Sivadas, Eugene, James J. Kellaris, and Rajdeep Grewal (1995), "One-to-one Marketing: The Internet as a Segmentation Tool," in R.R. Dholakia and D.R. Fortin, eds., Proceedings of the Conference on Telecommunications and Information Markets (COTIM), Newport, RI, pp. 250-257.
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K. L. Keller, eds., Proceedings of the Society for Consumer Psychology 1994 Winter Conference, St. Petersburg, FL: American Psychological Association, 29-30.

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Blair, M. Elizabeth, and James J. Kellaris (1993), "Music in Ads, Stores, and Homes," in L. McAlister and M. L. Rothschild, eds., Advances in Consumer Research, Vol. 20, Provo, UT: Association for Consumer Research, 558. (Special session summary.)

Boyle, Brett A., James J. Kellaris, and Robert F. Dahlstrom (1993), "A Prospect-Theoretic Approach to Ethical Decision Making by Sales Personnel," in B. Varadarajan and B. Jaworski, eds., Marketing Theory and Applications, Vol. 4, Chicago, IL: American Marketing Association, 403.

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- Goodwin, Cathy, and James J. Kellaris (1988), "Hey Prof, Mind if I Call You 'Bob'? A Study of Form-of-Address Preferences Among Marketing Students and Professors," in Kenneth D. Bahn, ed., Developments in Marketing Science, Vol. 11, Academy of Marketing Science, 194-198.
- Johnson, Rose L., and James J. Kellaris (1988), "An Exploratory Study of Price/Perceived-Quality Relationships Among Consumer Services," in Michael J. Houston, ed., Advances in Consumer Research, Vol. 15, Provo, UT, Association for Consumer Research, 316-322.
- Kellaris, James J. (1988), "Rhetorical Sensitivity: Implications for Sales Communication Research," in David J. Good, ed., Proceedings of the Pi Sigma Epsilon National Sales Management Conference, Atlanta, Georgia, 69-72.
- Cox, Dena S., George P. Moschis, and James J. Kellaris (1987), "Factors Influencing Adolescent Shoplifting," in J. M. Hawes and G. B. Glisan, eds., Developments in Marketing Science, Vol. 10, Akron, Ohio, Academy of Marketing Science, 497.
- Kellaris, James J., and Anthony D. Cox (1987), "The Effects of Background Music in Advertising: A Replication and Extension," in S. P. Douglas *et al.*, eds., Proceedings of the AMA Summer Educators' Conference, Series no. 53, Chicago, IL, American Marketing Association, 283.
- Moschis, George P., Dena S. Cox, and James J. Kellaris (1987), "An Exploratory Study of Adolescent Shoplifting Behavior," in M. Wallendorf and P. Anderson, eds., Advances in Consumer Research, Vol. 14, Provo, UT, Association for Consumer Research, 526-530.
- Saliagas (Cox), Dena T., and James J. Kellaris (1986), "The Influence of Mood on Willingness to Spend and Unplanned Purchasing," in Naresh K. Malhotra, ed., Developments in Marketing Science, Vol. 9, Atlanta, GA, Academy of Marketing Science, 61-64.

**Book Chapters:**

- Sundar, Aparna, and James J. Kellaris (2015), "Blue-washing the Green Halo: How

Colors Color Ethical Judgments,” *The Psychology of Design: Creating Consumer Desire*. Ed. Rajeev Batra, Diann Brei, and Colleen Seifert. Armonk, NY: M.E. Sharpe, Inc., pp. 63-73

Kellaris, James J. (2008), “Music and Consumers.” In Curtis P. Haugtvedt, Paul M. Herr, and Frank R. Kardes, eds. Handbook of Consumer Psychology, Mahwah, NJ: Erlbaum, pp. 837-856.

Kardes, Frank R., Murali Chandreshekar, and James J. Kellaris (2002), “Preference Construction and Reconstruction,” in Rami Zwick and Amnon Rapoport, ed.s, Experimental Business Research, Boston: Kluwer Press, 301-327.

### **Other Publications:**

Dugan, Riley, Ric Sweeney, and James Kellaris (2016). “Nouns in the Wintering of our Discountent,” *AMA Marketing News*, July/August 2016, vol. 50 (7), 18-19.

James J. Kellaris (*forthcoming* Aug 2016), “Austin Mandolin Orchestra Premieres Piece by 12-year-old Composer, Connor Richard,” *CMSA Mandolin Journal*, 33(3), *forthcoming*.

Tiffany-Castiglioni, Evelyn, James Kellaris, & Phili DeWalt (2016), “The Sound of the Plucked String Ensemble,” *CMSA Mandolin Journal* 33(1), 6-7.

Dugan, Riley, Ric Sweeney, & James Kellaris (2015), “Does Real-World Experience Motivate Relevance in Research?” *AMA Marketing News*, October 2015, 30-32.

Dugan, Riley, Ric Sweeney, & James Kellaris (2015), “Is Marketing Selling Itself Short on Sales?” *AMA Marketing News*, December 2015, 18-19.

Kellaris, James J. (2015), “Commentary on Traditional Decision-Oriented Approaches,” in Jagdish N. Sheth, Series Ed., *Legends in Consumer Behavior: Morris B. Holbrook* (Vol. 1: Traditional decision-oriented approaches: Attitude, information processing, and features-perceptions-affect model, Joel Huber, Volume Ed., Sage Publications, pp. 342-346.

Kellaris, James J. (2014), “Sonification of Numbers as a Compositional Method,” *CMSA Mandolin Journal*, Vol. XXXI, No. 1, pp. 12-15.

Kellaris, James J. (2013), “Composing, Arranging, & Orchestrating for Plucked String Ensembles: Thinking Outside the *Bachs*,” *CMSA Mandolin Journal*, Vol. XXX, No. 4, pp. 14-16.

Kellaris, James J. (2012), “On the Value of Signs,” *Signs of the Times*, 234 (3), p. 106.

Hitchcock, Kathryn and James J. Kellaris (2009), “Dayton Mandolin Orchestra” *All Frets*, July/August 2009, pp. 20-23.

- Kellaris, James J. (2009), "Meet Your CMSA Convention Hosts: The Dayton Mandolin Orchestra," *The Mandolin Journal*, XXVI (3), 1-4.
- Kellaris, James J. (2008), "On Musical Intelligence," *The Mandolin Journal*, Vol. XXV, No. 4, 22-23. (Published by the Classical Mandolin Society of America.)
- Kellaris, James J. (2007), "Confessions of a Jingle Scientist," *The Score*, Vol. XXII, No. 3, official magazine of the Society of Composers and Lyricists. 1,122 word invited article for professional organization of people who score films and television programs. <http://www.thescl.com/site/scl/>
- Kellaris, James (2007), "Business Schools Must Go Deeper to Teach Ethics to Future Leaders," *Cincinnati Business Courier*, Op-ed, June 15, 2007, p. 17.
- Kellaris, James J. (2006), "Why Marketing?" *CoB Tribunal Insider*, 1 (1), 6.
- Kellaris, James J. (2006), "Reflections on Metropolitan Christmas Concert: An Auditory Icon of the Nativity," *Byzantine Echoes*, (March), 3-4.
- Kellaris, James J. (2003), "Reflections on the Raptis Musical Setting of the Divine Liturgy," *Byzantine Echo*, October 2003, Detroit: Mid-Eastern Federation of Greek Orthodox Church Musicians, 9.
- Weiss, John E., James E. Hazeltine, and James J. Kellaris (1997), *Test Bank to accompany Nickels-Wood marketing: relationships, quality, value*. New York: Worth Publishers.
- Kellaris, James J. (1994), "Immersing Students in Business Ethics at CBA," *Portfolio*, 7, (Spring-Summer), 11.
- Kellaris, James J. (1992-93), "Sowing the Seeds of Free Enterprise in Bulgaria: Balkan Bibliophile Fires Shot in the Dark," *Portfolio*, 4, (Autumn-Winter), 3-4.
- Kellaris, James J. (1992), "Business Books for Bulgaria," *The Target* (UC AMA newsletter), 1 (Fall), 11.
- Kellaris, James J. (1991), "Business Ethics Are Learnable," *The Plain Dealer*, Cleveland, Ohio, May 6, p. 7C. [Reprinted as "Business Ethics: A Little Thought Can Make a Big Difference," in the *Cincinnati Business Record*, May 20-26, 1991.]
- Kellaris, James J., and Pratibha A. Dabholkar (1989), "The PSE Scale: A Scenario-Based Approach to Assessing the Ethical Sensitivity of Sales Students and Professionals," *Journal of Personal Selling and Sales Management*, 9, 2 (Summer), 60.
- Kellaris, James J. (1988), "Rhetorical Sensitivity: Implications for Sales Communication Research," *Journal of Personal Selling and Sales Management*, 8, 2 (August), 70.

Kellaris, James J., and William K. Kellaris, Jr. (1988), "An Exploration of the Factors Influencing Students' College Choice Decision at a Small Private College," College and University, 63, 2 (Winter), 187-197.

Kellaris, William K., Jr., and James J. Kellaris (1988), "Measuring and Monitoring Admissions Marketing Performance," Admissions Marketing Report, 4, 3 (March), 16.

### **Selected Work in Process:**

"Blinded by Green: How Logo Color Shapes Perceptions of Retailer Ethicality," with Aparna Sundar. Submitted to ACR 2013.

"Hearing, Remembering, and Branding: Guidelines for Creating Sonic Logos" with Vijaykumar Krishnan Palghat. Under revision for submission to the *Journal of Marketing Research*.

"Musical Intelligence: Explication, Measurement, and Implications for Consumer Behavior" with Vijaykumar Krishnan Palghat and Karen A. Machleit.

"Cross-Cultural Differences in Ethical Judgments of American and French Business Students: The Mediating Role of Ethical Ideologies," with Jae Min Jung.

"Impact of Culture on Ethical Criteria and Ethical Judgment," with Jae Min Jung.

### **Dissertation Committees & Supervised Studies:**

Member, Terri Feldman Barr (1993).

Member, Susan Powell Mantel (1994).

Member, Betty R. Letscher (1995).

**Chair**, Thomas W. Cline (1997). "The Role of Expectancy and Relevancy in Humorous Ad Executions: An Individual Difference Perspective."

Member, Joyce McGriff (1997).

Member, David Houghton (1997).

Member, Colleen McCracken (1997).

Member, Maria Cronley (2000).

**Director**, Clyde B. Parrish (2000). D.Min. Thesis – Graduate Theological Foundation

Member, Cheongil Kim (2001).

**Chair**, Jae Min Jung (2002). "The Impact of Culture and Individual Difference Moderators on Ethical Decision-Making Processes, Criteria, and Judgmental Outcomes."

Member, Caroline Alikonis (2002). M.A. Thesis - Experimental Psych., UC College of A&S.

Member, Vladimir Pashkevich (2004).

Member, Tracy Meyer (2005).

Member, Mary Lou Kohne (2006).

Member, Bruce Pfeiffer (2007-2008).

Member, Jennifer "Kat" Beckhoff (2007-2008).

**Chair,** Vijaykumar Krishnan (2008-2009). “Hearing, Remembering and Branding: Guidelines for Creating Sonic Logos.”

Member, Mihai Niculescu (2009).

Member, Hélène Deval (2009-2010).

Member, Xiaoqi Han (2010-2011).

Member, Scott Wright (2010-2012). “Leveraging Construal Level Theory to Attenuate the Social Desirability Bias.”

**Chair,** John Dinsmore (2012-)



## ***TEACHING***

### **Courses/Seminars Taught at UC:**

- Undergraduate: Introduction to Marketing (MKTG377, MKTG377H)  
Behavioral Foundations of Marketing (MKT477)  
Information Technology in Marketing (MKT573)  
Special Topics: Marketing Ethics (MKT593)  
Independent Studies (MKTG599)  
Global Business Environment (INTB390 - study abroad program - Mexico)  
Managing Cultural Differences (INTB530 - study abroad program - France)
- MS/MBA: Marketing Management (MKT822)  
Marketing for Managers (MKTG711)  
Special Topics (MKTG782)  
Services Marketing (MKTG724)  
Marketing Ethics (MKTG728)  
Applied Social Influence Strategies (MKTG726)  
International Marketing for Managers (MKTG731)  
Independent Studies (MKT891)
- PhD: Doctoral Proseminar in Marketing (MKT898) - sessions on classical conditioning controversy, time perception, and experimental paradigm.  
Doctoral Proseminar in Marketing (MKTG899)  
Introduction to Res/Teach (BA990)  
Independent Studies (MKT971)
- Executive: UCEP and CCMED programs

### **Other Courses/Seminars Taught:**

- Undergraduate: Promotional Planning and Design (mktg13-302), Bond University, Queensland, Australia, (Sept-Dec 2003).
- MBA: l'École Supérieur de Commerce de Toulouse (France)
- «*Marketing des Services*» cours électif, mars 1998, mars 1999, fev. 2000, dec. 2000, mai 2002, avril 2003, mai 2004
  - «*Comportement du Consommateur*» cours électif, avril 1999, mars 2000, fev. 2001.
  - «*l'Ethique de Marketing Internationale*» cours électif, jan. 2001, mars 2002, avril 2003.
  - «*Stratégies d'influence sociales appliquées*» fev 2005, mai 2006, mars 2007, mars 2008
- ESCEM - l'École Supérieur de Commerce et Management, Tours (France)
- «*Comportement du Consommateur*» cours électif, avril-mai 2001.

Executive: IMCA – Ethics training (2004, 2007)

General Electric SABIT program “Marketing in a Free Market Economy”  
(for Russian aviation industry execs, November 1995)

Ssang Business Group program “Segmentation and Targeting in Industrial Markets”  
(for Korean managers, August 1997)

**Teaching Honors/Awards:**

- Nominated for Graduate EXCEL award (2007)
- Nominated for inaugural class of ATFL (2007)
- Ronald J. Dornoff Fellow of Teaching Excellence (2006)
- Darwin T. Turner Scholars Program faculty award (2006)
- Received 1995 EXCEL (*Excellence in Classroom Education and Learning*) teaching award at UC
- Direct Marketing Educational Foundation's DM Institute for Professors, Chicago (1995)
- EXCEL teaching award nominee at UC (1992-93, 1993-94, 1994-95)
- Received GTA Teaching Excellence Award at GSU (1987-88)

## ***SERVICE***

### **Service to Profession**

#### Editorial Boards:

- Journal of Consumer Psychology (1996 - 2002)
- Psychology & Marketing (Consulting Ed., 1/97- present)
- Christian Business Academy Review (2005-present)
- Arts Marketing: An International Journal (2010-present)

#### *Ad-Hoc* Referee:

- MUSICAE SCIENTIAE (Journal of the European Society for the Cognitive Sciences of Music)
- Psychology of Music (2006)
- Journal of Advertising (2002-present)
- Journal of Consumer Research (1992 - present)
- Journal of Consumer Psychology (1992 - 1996)
- Psychology & Marketing (1995- 1997)
- International Journal of Marketing Research (1992)
- Information Systems Research (1997, 1998)
- Journal of Business Ethics (1998)
- Journal of Retailing and Consumer Services EIRASS (1999 - 2000)
- Psychological Reports – Perceptual and Motor Skills (1999)
- British Journal of Psychology (2000)
- DATABASE (2006) <http://database.bus.lsu.edu/>
- Journal of Marketing Research (2006, 2008)
- Alcoholism : Clinical and Experimental Research (2008)
- Journal of Retailing and Consumer Services (2008)

#### Reviewer for:

- Advances in Consumer Research, Vols. 16 (1989), 17 (1990), 18 (1991), 21 (1994), 22 (1995), 23 (1996), 24 (1997), 25 (1998), 26 (1999), 27 (2000), 28 (2001), 29 (2002)
- EuroACR (1999)
- AMA Summer Educators' Conference (1993, 1995, 1996, 1997, 1999, 2002)
- AMA Winter Educators' Conference (1992, 1996, 1999, 2001, 2006, 2007)
- AMS dissertation competition (2005)
- SCP Summer Conference (1996) SCP Winter Conference (1997-2001, 2003)
- ACR/APA 8<sup>th</sup> Cross-Cultural Research Conference (2001)
- AAA Conference (1997, 1999)
- PSE National Sales Management Conference Proceedings (1988, 1989)
- DMPC research grant proposals (1992, 1993, 1994, 1996, 1999)
- Social Science and Humanities Res. Council of Canada, Postdoc Fellowship Div (1993)
- P&G Marketing Innovation Research Fund (1997)
- SCP/Sheth Foundation dissertation competition (2000, 2002, 2003)

## Colloquia/Symposia:

- University of Liverpool, “Designing, Conducting, and Publishing High Impact Research” (June 2008)
- HEC Montréal, “Cross-national Differences in Proneness to Social Influence” (Nov. 2004)
- ESC de Toulouse, « La musique, le marketing, et le comportement du consommateur » Programme Mastères M2C (2002)
- Nova Southeastern University, “Principles of Psychometric Measurement” (2000)
- AMA Doctorial Consortium, “Engaging the M-TV Generation in the Classroom: Techniques for Turning Passive Listeners into Active Learners” (1997)
- University of Manitoba, “Shaping Time Perceptions with Music” (1996)
- University of Manitoba, “Conducting Experimental Research: A Practical Overview” (1996)
- Indiana University, 26th Annual Haring Symposium, “Surviving the Review Process” (1996)

## Service to UC

### Committee work:

- **Co-chair**, University Strategic Enrollment Management Marketing & Recruitment Committee (1995-96)
- **Chair**, Marketing Subject Pool Committee (1990-91 to present)
- Member, University Human Subjects Committee (1996)
- Member, University SEM Planning Group (1995-96)
- Member, University Search Committee for Director of Admissions (1991-92)
- Member, CBA Undergraduate Program Committee (1994-1995)
- Member, CBA Honors+ Program task force (1995-1997)
- Member, CBA Library Committee (1990-1992)
- Member, CBA Working Committee to Establish Bulgarian Exchange Arrangement (1993)
- Member, CBA Customer Service Committee (1999-00)
- Member, Marketing Undergraduate Program Committee (1993-present)
- Member, Marketing Doctoral Program Committee (1996-97, 1998-99, 1999-present)
- Member, Marketing Department Adjunct Faculty Search Committee (1994, 1996, 2001)
- Member, Marketing Faculty Recruitment Committee (1996, 1997, 2001, 2004, 2005)
- Member, CCMED Advisory Council (1997+)
- Participant, CBA/NSLPR “Intensifying Media Relationships” project (1998)
- **Chair**, Marketing Ph.D. Program Committee (1999-2004)
- Member, Learning Communities initiative (Summer 2002-present)
- **Chair**, Faculty Search Committee (2004)
- Reader for MBA Capstone papers. (2005 – present)
- Member, CoB Strategic Planning Committee – Team 5 (2007-2009)
- **Co-chair**, DRPT committee (2008)
- **Co-chair**, Dept PR/Branding Committee (2010-2011)
- Member, CoB Research Committee (2010-2011)
- Member, DAAP faculty search (2010-2011)
- **Chair**, Mktg Faculty Search Committee (2010-2011)
- **Chair**, Mktg Subjects Pool Committee (2011)

### Speeches:

- UC Orientation Program (1991). “Marketing Ethics: A Contradiction in Terms?”

- CBA Freshman Open House program (1992). “Jingles, Tingles, and Pringles: The Influence of Music on Feelings Towards Products.”
- CCM Pre-Concert Series (1995). “How Music Influences Your Friends and Customers.”
- A Taste of CBA (1995). “Business Ethics: Getting Your Feet Wet, Staying Out of Hot Water.”
- CBA Management Skills Practicum (1995). “Ethical Dilemmas In Everyday Life: Taking the High Road.”
- A Taste of CBA (1996). “Making Ethical Business Decisions: Some Tricks the Mind Plays on Itself.”
- Exploration of Business (1998). “Exploring Issues in Marketing Ethics: Why Do Good People Do Bad Things?” Mock class for CBA Open House Program.
- Exploration of Business (1999). “Cross-Cultural Consumer Behavior: Parlez-vous le Marketing?” Mock class for CBA Open House Program.
- CoB Summer Honors Institute (2004), “The Innovative Business of Music.”
- UC College of Engineering (2006), “Engineering Ethics: Avoiding the Pitfalls.”
- CCM Composition Seminar (2006), “The Evil Science of Aesthetic Engineering.”
- Keynote Address to NSREC Signage Conference (2009)

### **Service to External Community**

- Elected to board of the Dayton Mandolin Orchestra (2008-2010). 501(c)(3) corporation.
- VP of DMO board (2011-present).
- Member, Long-range Planning Committee, Holy Trinity – St. Nicholas Greek Orthodox Church, Cincinnati.
- Speech to Investment Management Consultants Association national professional development conference, “Avoiding Ethical Pitfalls: Insights from the Psychology of Ethical Decision-Making” (April 2007)
- National Spasmodic Dysphonia Association – Area Contact Person (2005-present)
- Spoke to CSAE - a group of non-profit association executives, Sept. 2006.
- Conducted “Marketing Camp” for American Camp Association meeting (Sept 2006)
- Volunteer, Wyoming School Levy Campaign (2005)
- Webcast presentation on “Avoiding Unintentional Ethical Pitfalls” to Investment Management Consultants Association (IMCA) national call-in conference, April 15, 2004.
- Gave the 64<sup>th</sup> McKenna Economic Education Series address in Pittsburg and had the distinction of being the first business professor ever to do so. (Previous lecturers were distinguished economists, including several Nobel laureates.)
- Speech to federal chapter of Sigma Xi (Scientific Research Society), “Stuck Tune Syndrome: A Preliminary Investigation into the ‘Earworm’ Phenomenon,” Environmental Protection Agency, Cincinnati, January 17, 2002.
- Speech to Acoustical Soc of America, “The Making of a Jingle Scientist,” April 18, 2000
- Speech to National Association of Purchasing Management (NAPM), “Buyer Beware or Beware of Buyers: Navigating the Moral Hazards of the Purchasing Process,” May, 1998.
- Supplied marketing textbooks to School of Management, Zhongshan Univ., Guangzhou, P.R. China, June, 1998. Funded by DMPC and UC Chinese Student Assn.
- Conducted seminar for OVLC Transplant Coordinators on the role of marketing in Organ Procurement Organizations, Shriner’s Hospital, Cincinnati, Ohio, September 1996.
- Invited lecture on services marketing and customer satisfaction at Children's Hospital Medical Center, Cincinnati, September 1995.
- Conducted book drive for Bulgarian business (Sofia Tech, 1992-93). Collected >150 books, raised funds for shipping from private and public (USIA) sources.
- Supplied marketing textbooks and other educational materials to Moscow State Aviation Institute, Department of Economy and Management, 1995.
- Supplied marketing textbooks and other educational materials to Ternopil (Ukraine) Instrument-Making Institute, Faculty of Management & Business, 1996.
- Served on board of Byzantine Singers, Inc., an Ohio nonprofit performing arts organization based in Cincinnati (1990 - 1993).
- Served in various volunteer capacities at Holy Trinity - St. Nicholas Greek Orthodox Church, Cincinnati, Ohio (1989 - present).

**P.R./Press Placements** - Stories about my research have appeared in the following vehicles:

- New York Times (4.22.99), New York Magazine (3.23.92), New York Post (12.24.01)
- Los Angeles Times (12.19.99; 10.07.01), Washington Post (12.14.99), Washington Examiner
- Chicago Tribune, Chicago Sun-Times
- Atlanta Journal-Constitution, Plain Dealer (Cleveland), Hartford Courant (Connecticut), The Providence Journal-Bulletin (Providence, RI), Daily Gazette (Schenectady), Patriot Ledger (Quincey, MA), Memphis Commercial Appeal, Florida Times Union, American Statesman (Austin, TX), Star-Telegram (Fort Worth, TX), Sun-Sentinel (South Florida), Union-Tribune (San Diego), Post-Gazette (Pittsburg), Press Enterprise (Riverside, CA), Capital Times (Madison, WI), Times-Union (Albany, NY), Virginian-Pilot (Norfolk, VA), Beacon Journal (Akron, OH), Ventura County Star (suburban Los Angeles), Santa Barbara Press (CA), Roanoke Times (VA), Columbus (OH) Dispatch
- Edmonton Journal (Canada), The Gazette (Montreal), Calgary Herald (Alberta)
- Sunday Times (London, UK) 12.23.01
- Sun Herald (Sydney, Australia), Sunday Herald-Sun and MX (Melbourne, Australia), Sunday Times (Perth, Australia), The Australian magazine (national), The National Business Review (New Zealand)
- Times of India, The Hindu, The Economic Times 7.15.05 (India)
- Reuters (English) News Service, Bloomberg Business News, Gannette Suburban Newspapers
- AMA Marketing News, Sales & Marketing Management (June 1999), BRANDWEEK (11.5.01), Business Record (Des Moines, IA) Advertising Age (Dec 20, 2004)
- Maxim magazine (March 1999, Sept. 1999), Redbook magazine (July 1999), Self magazine (July 1999), USA Weekend (August 1999), Parade annual "Best and Worst of Everything" (December 2001), Girls Life magazine (Oct. 2002), Psychology Today (June 2003), Prevention (August 2003), Cosmopolitan (November 2003), Readers Digest (December 2003), Armonia (Greece, March 2004), Better Homes and Gardens (April 2004), Elle Canada (April 2004) Real Simple (Aug 2005), Przekroj (Poland, Sept. 2006),
- Radio coverage: NPR "Marketplace," Public Radio International "To the Best of Our Knowledge," CBS radio "HouseWatch," WCCO Minneapolis St. Paul "Wendy Wilde Show," KZOK Seattle "Bob Rivers Show," CaBC "Basic Black," BBC, AuBC, Gary Burbank Show, WLW radio 700 AM, Radio 2UE (Sidney, Australia), WVXU, Cincinnati.
- Television coverage: CNN Headline News, CBS Sunday Morning, MSNBC Today Show, WLWT channel 5 TV, Cincinnati

**On-line:**

- Msnbc, Yahoo.com, CNN, Netscape.com, Reuters.com, ABCnews.com
- WebMD.com, Office.com
- [www.academicpress.com/inSight](http://www.academicpress.com/inSight)
- [www.ScienceDaily.com](http://www.ScienceDaily.com)
- [www.newscientist.com](http://www.newscientist.com)
- <http://www.exploratorium.edu/music/questions/earworm.html>

**Local press:**

- Cincinnati Magazine, Cincinnati Enquirer, Cincinnati Post
- Cincinnati Business Record
- Eastern Hills Journal-Press, Hilltop Press, EastWord magazine.

**UC In-House Publications:**

- Horizons, UC Record, University Currents, CBA Portfolio, CCM Communiqué

**2006-2007**

- Research featured on **MSNBC Today Show** (6.28.06)

- Research featured in articles in The Guardian (UK), The Financial Times (Au) and ABC News (Australia), The Roanoke Times (USA), the Washington Examiner, the Santa Barbara Press, the Atlanta Journal-Constitution, the Columbus Dispatch, the Ventura County Star (suburban Los Angeles),
- Interview with Matt Rainnie for a national Canadian Broadcasting Corporation Radio summer series called *Lost and Found*, broadcast and streamed via web in late July
- Interview with Frank Johnson on WVXU radio, Cincinnati (6.29.06), broadcast on July 8
- Interview with Simon Morton on *This Way Up*, Radio New Zealand (6.29.06)
- Research featured on Radio 2UE, Sidney, Australia (6.26.06).
- Research featured on KFOG radio, San Francisco, on July 6
- Research cited in article by Joe Anuta on PSU's ResearchPennState web site "Probing Questions" feature: <http://www.rps.psu.edu/probing/tunes.html>
- Featured in an article by Bartek Chacinski in Polish magazine "Przekroj" (dział kultury - culture section)
- Research featured on BBC Front Row, a daily national arts and culture show on BBC Radio in London, UK.
- Research cited on the Exploratorium.edu web site: <http://www.exploratorium.edu/music/questions/earworm.html>
- Interview in August with Becky Logan for a piece for **STORES** magazine on Diesel's use of a DJ and "hip" music. Ran in October.
- Dec 14 [It's a World of Laughter, a World of Tears...](#) Use of the English translation was popularized by James **Kellaris**, a professor of marketing at the University of Cincinnati...
- Dec 15 [By Richard Creed](#) Winston-Salem Journal (subscription), NC - Dec 15, 2006
- Dec 17 [Tales of the season: Songs that sell, cast a spell, Muzak all the ...](#) Sacramento Bee - CA, USA
- Dec 19 [Stores search for proper holiday music balance](#) Kitsap Sun (Subscription), WA - Dec 19, 2006.
- Dec 20 In your head and around the world, Toledo sings the songs that sell Toledo City Paper
- Jan. 29 [Musical madness](#) Lawrence Journal World - Lawrence,KS,USA
- Jan. 30 [My 25-year-old Earworm](#) By AI(AI)
- Jan. 31 [Faculty's fabulous feasts](#) UC Magazine - by Deborah Rieselmann
- Feb 16 Cincinnati Business Courier "Stealth Shopper's Insights" By Lucy
- March 15 "In der neuronalen Endlosschleife" Von F. Hofmann  
[http://www.handelsblatt.com/news/Default.aspx?\\_p=203116&\\_t=ft&\\_b=1240894](http://www.handelsblatt.com/news/Default.aspx?_p=203116&_t=ft&_b=1240894)
- April 25 Corsair (FL) "Impossible to forget, but hard to remember"
- May 22 The Patriot Ledger, MA "Who let the earworms out? Some songs simply won't go away"
- June 4 Sioux Falls Argus Leader, SD "Music is a language that speaks to all"
- June 15 Cincinnati Business Courier "Business schools must go deeper to teach ethics to future leaders"
- July 2 Chicago Daily Southtown, IL – (Chicago Sun-Times news group) "Earworms: Can't get 'em out of your head"
- July 19 interview with Carolyn Kylstra, Parenting magazine

## ***CREATIVE ACTIVITY***

Remaining professionally active as a musician (composer, performer) informs and enriches my music-related research, and enhances my credibility as a scholar-practitioner. A sample of my musical activities follows. Additional information available at [www.JamesKellaris.com](http://www.JamesKellaris.com)

### **Selected Performance Credits:**

- Maestro Carlo Aonzo and l'Orchestra dell'Accademia Internazionale di Mandolino performs *Chrysopylae Reflections* at the Teatro della Fondazione Collegio San Carlo, Modena, Italy. 1.10.2015
- Gravenstein Mandolin Ensemble performs *Je te Veux* at First Presbyterian Church in Petaluma, California. 1.23.2015
- Olivia Duffy (mandolin) and Rene Berblinger (classical guitar) premiere *Choro for Olivia* (original version) at Brazilian First Sunday, Portland, Oregon. 3.1.2015
- Austin Mandolin Orchestra premieres *Persephonia* on the Vox Novus Composers' Voice series at the Blackerby Recital Hall, Austin, TX. Joel Hobbs conducting. 3.8.2015
- Kalamazoo Mandolin and Guitar Orchestra and Dayton Mandolin Orchestra perform *Choro for Olivia* (orchestral version), *Don't You Marry A Man From Michigan* (world premiere), *The Kalamazoo Swag*, and various arrangements, First Presbyterian Church, Yellow Springs, Ohio. 4.25.2015
- George Haralamos and the Corner Band perform various arrangements at the Festival of Tables, Cincinnati, Ohio. 5.9.2015
- Providence Mandolin Orchestra performs *The Kalamazoo Suite* in the Little River Music Series, Hampton, CT. Mark Davis conducting. 5.17.2015
- l'Orchestra a plettro Sanvitese performs *Kalamazoo Swag* at Chostro San Francesco, in Pordenone (Friuli, North Italy), M.° Giovanni Sperandio conducting. 6.5.2015
- Providence Mandolin Orchestra performs *The Kalamazoo Suite* at Park Place UCC in Pawtucket, RI. Mark Davis conducting. 6.6.2015
- l'Orchestra a plettro Sanvitese performs *The Kalamazoo Swag* in San Vito (Friuli, North Italy), M.° Giovanni Sperandio conducting. 6.6.2015
- George Haralamos and the Corner Band perform various arrangements at the Panegyri Greek Festival, Holy Trinity – St. Nicholas Greek Orthodox Church, Finneytown (Cincinnati, Ohio). 6.26-28.2015
- George Haralamos and the Corner Band perform various arrangements at My Big Fat Greek Wedding, Esquire Theatre, Clifton (Cincinnati, Ohio). 6.14.2015
- Federation of Australasia Mandolin Ensembles en masse orchestra performs *Chrysopylae Reflections* (Australian premiere) at the Sydney Mandolin Festival, Gillian Moore Center for the Performing Arts, Sydney, NSW, Australia. 7.11.2015
- QME (Queensland Mandolin Ensemble) performs *Chrysopylae Reflections* in the Music in the Gallery concert series at the Logan Art Gallery, Logan (Brisbane), Australia. Joel Woods conducting. 8.22.2015
- Dr. Robert Margo performs *Dimitris Orhwürmer* for solo classical mandolin (world premiere) at the Classical Mandolin Society of America national conference in Austin, TX. 10.15.2015
- Austin Mandolin Orchestra performs *Persephonia I* and *Persephonia II* (world premiere) at the Classical Mandolin Society of America national conference in Austin, TX. Joel



- Hobbs conducting. 10.15.2015
- Mark & Beverly Davis perform *Slain by Somnolence*, duet for classical mandolin and guitar, at the Classical Mandolin Society of America national conference in Austin, TX. 10.17.2015
  - l'Orchestra a plettro Sanvitese performs *The Kalamazoo Swag* in San Vito Tagliamente, Italy, M.° Giovanni Sperandio conducting. 10.18.2015
  - Providence Mandolin Orchestra performs *The Kalamazoo Suite* at the Sandywoods Center for the Arts in Tiverton, MA. Mark Davis conducting. 10.20.2015
  - The combined Brisbane Mandolin Orchestra and Queensland Mandolin Ensemble perform *Chrysopylae Reflections* at Old Government House in Brisbane, Australia (Queensland premiere), Joel Woods conducting. 11.1.2015
  - Olivia Duffy (mandolin) and Rene Berblinger (classical guitar) perform *Choro for Olivia* at Brazilian First Sunday, Portland, Oregon. 11.8.2015
  - Mark Davis (mandolin) and Beverly Davis (classical guitar) perform *Slain by Somnolence* at the Hingham Sundays Sounds Series at the Hingham Public Library in Hingham, MA. Sponsored by the Boston Classical Guitar Society. 11.08.2015
  - MIB performs *Chrysopylae Reflections* at St. Paul's Church, Spring Hill, Queensland, Australia, Joel Woods conducting. 11.14-15.2015
  - The Melbourne Mandolin Orchestra performs *Chrysopylae Reflections* at Barwon Park Mansion in Winchelsea, Australia (Victorian premiere), Ruecker Werner conducting. 11.22.2015
  - Various vocal and choral works to be performed at the 1st Annual Saint Nicholas Days Concert at Holy Trinity – St. Nicholas Greek Orthodox Church in Cincinnati, Ohio, James Kellaris conducting. 12.6.2015
  - Circolo Mandolinistico Aurora di Vacallo to perform *Chrysopylae Reflections* (Swiss premiere), Mo Edoardo Perlasca conducting. 12.19.2015
  - l'Orchestra dell'Accademia Internazionale di Mandolino (Italy), *Chrysopylae Reflections*, at the Spazio Espositivo Movicentro, Piazza Giovanni Paolo, Aqui Terme (Piedmont) Italy on March 16, 2014.
  - Mutinae Plectri (Modena, Italy), *Kalamazoo Swag*, at the Herberia theatre in Rubiera (Reggio Emilia) Italy on December 21, 2013.
  - DMO performances of *Hapa Haole Holiday*, Yellow Springs, OH, Dec. 15, 2013; Wyoming, OH December 20, 2013.
  - Choirs of HTSN Nativity Pageant, *Agios o Theos*, Cincinnati, OH, December 15, 2013.
  - Sinclair College Classical Guitar Ensemble, *Christmas Time Is Here*, (Vince Guaraldi, arr. J. Kellaris), Dayton, Ohio, December 11, 2013. Danny Voris, Director.
  - KMGO, *I Want to Go Back to Michigan*, (Irving Berlin 1914, arr. J. Kellaris 2013), Kalamazoo, MI, December 6, 2013, Kzoo Art Hop. Ron Cleveland, Tenor; Miles Kusik, conductor.
  - Piccola Orchestra Mutinae Plectri (European premiere) *Kalamazoo Swag*, Modena, Italy, October 11, 2013, Teatro Tempio.
  - Classical Mandolin Society of America en masse orchestra (Canadian premiere) *Chrysopylae Reflections*, Regina, SK, Canada, September 28, 2013, Regina Performing Arts Centre.
  - Orchestra dell'Accademia Internazionale Italiana di Mandolino Orchestra (European premiere) *Chrysopylae Reflections*, Bolzano/Bozen, Italy, August 24, 2013, Museion – Museo di arte moderna e contemporanea.

- DMO (Mid-Western premiere) *Chrysopylae Reflections*, Dayton, OH, March 17, 2013, Dayton Art Institute, NCR Renaissance Auditorium.
- PMO (East coast premiere) *Chrysopylae Reflections*, Providence, RI, Jan. 27, 2013.
- SFMO (world premiere) *Chrysopylae Reflections* (2012). Tone poem for plucked string orchestra. Winner of the 2012 SFMO International New Music Composition Competition. May 19, 2012.
- KMGO (world premiere) *Kalamazoo Suite*, Kzoo Valley Museum, May 20, 2012.
- Dayton Mandolin Orchestra. Performances at Antioch University, Pittsburg Mandolin Society, Clifton Opera House, Troy-Hayner Cultural Center, and other venues (2011).
- Incidental music for community theatre production of Anton Chekov's "The Cherry Orchard," with Norman Conquest, Yellow Springs, OH, four performances, April 8-16, 2011.
- Vivaldi Concerto for 2 Mandolins (soloist), DMO/PMS/Orchestra Dell' Accademe Internazionale di Mandolino, Pittsburgh, PA, March 19, 2011.
- Vivaldi Concerto for 2 Mandolins (soloist), DMO/KMGO orchestras, Antioch University, Yellow Springs, OH, November 2010; First Presbyterian Church, Yellow Springs, OH, April 17, 2011.
- CMSA en masse orchestra, Masonic Temple, Dayton, OH, October 2009. Mandolin I.
- Performances with the Dayton Mandolin Orchestra, Principal Second Mandolin (2009-present).
- CMSA en masse orchestra, Longueuil, Quebec, October 2008. Mandolin I.
- Performances with Norman Conquest. Concert at Houston Library, South Charleston, Ohio, July 18, 2008 (mandocello).
- Performance (mandolin) in Liverpool, UK, with Steve Oakes (jazz guitar) and Time Pike (bass) June 2008.
- Performances with Dayton Mandolin Orchestra at the Schuster Center, Dayton Arts Institute, Clifton Opera House, and other venues, Fall 2007 – 2008. Mandolin I.
- Performances with *Follia Acustica*, mandolin/classical guitar duo with Christopher Hubbard, 2007-present.
- Conducted world premiere of *Songs of the Nativity* for mixed voices and organ, Cincinnati, December 15, 2001.
- *Nashville Chamber Orchestra*, performed as *bouzouki* soloist in world premiere of *New World Sketches*, March 2001. Nineteen day residency with NCO included Nashville premier, concert tour, and educational programs.
- Featured soloist at MEFGOX conference, Cincinnati, July 12.
- Concert, Rialto Center for the Performing Arts, Atlanta (April 2, 2000). Presented by the Atlanta Music Club, featuring the Atlanta Community Orchestra, the Georgia State University Chorus, and the Greek Islanders Ensemble. *Bouzouki* soloist.
- Accompanied *Romeiko Ensemble* at the Parthenon, Nashville, TN (November 9, 1996). Concert featured ancient, Byzantine, Ottoman, and modern Greek selections; musicians from Athens, Istanbul, New York, Boston, Philadelphia, Atlanta, and Cincinnati. *Bouzouki*.
- *Olympic Arts Festival of the Centennial Olympiad and DeKalb International Choral Festival*, Atlanta, GA (July 12-13, 1996). Accompanied *Romeiko Ensemble*, George Bilalis, director. Acoustic guitar.
- *Greek Hospitality House*, 1996 Summer Olympics, Atlanta. Performed with Greek Islanders. *Bouzouki*.
- *John N. Demos Memorial Concert*, Rialto Center for the Performing Arts, Atlanta (February 12, 1997). Presented by the Georgia State University School of Music. Principal *bouzouki*.
- North Carolina Museum of Art (May 6, 1996). Performed with Greek Islanders. *Bouzouki*.
- Festival performances with the *Greek Islanders* ensemble in Columbia SC (annually 1987-02), Atlanta GA (1988, 1990-92, 1994-99, 2002), Pensacola FL (1988-93), Nashville TN (1993, 1999), Raleigh NC (1984-85), Winston-Salem NC (1985), Charlotte NC (1990), Charleston SC

(1995), Jackson, MS (1994), Ft. Meyers FL (1998), Myrtle Beach, SC (2001), Greenville SC (2003). *Bouzouki*.

- Commercial ethno-pop/world-beat engagements with the *Greek Islanders* in 11 states and over 40 cities, including Nashville, Dallas, Atlanta, Pittsburg, Cleveland, Orlando/Disney (1982-present).
- Atlanta Opera Theatre production of Mozart's *Don Giovanni* (1973). Leonard Altieri, conductor. Mandolin.

### **Recording Credits:**

- *Crossroads*, recording in Atlanta, GA at Sylvan Lake Studios. Instrumental genre piece by Nikitas Demos. *Bouzouki I & II*, electric guitar.
- *The Bear Collection* (1999), recorded in Norfolk, VA, and Birmingham, AL. Children's music for THE MUSIC CLASS program, Atlanta, GA.
- *Panegyri* (1998), recorded at Sylvan Lake Studio, Atlanta, GA. Instrumental genre piece by N. Demos for entry in *John Lenon International Song Writing Contest* (World Beat category). *Bouzouki I & II*, guitar I & II.
- *A Legacy of Music* (1997), recorded live in concert at the Rialto Center for the Performing Arts in Atlanta, GA, by the Georgia State University School of Music. Released on compact disk by Poplar Records. Performed on "Suite of Greek Folk Music." Principal *bouzouki*.
- *Palamakia!* (1996), recorded at Sylvan Lake Studios, Atlanta, GA. Thirteen traditional Greek vocal and instrumental pieces, released by Archadelphia Records on compact disc. *Bouzoukia I & II*, mandolin/*baglama*, and guitar.
- *Music for a Glendi* (1992), recorded at Exocet Studios, Atlanta GA. Twenty-three traditional Greek instrumental selections. *Bouzoukia I & II*, mandolin/*baglama*, and acoustic guitar.
- *Nick Demos & the Greek Islanders* (1990), recorded at Exocet Studios in Atlanta, GA. Eighteen traditional Greek vocal and instrumental pieces. *Bouzoukia I & II*, mandolin/*baglama*, and acoustic guitar.

### **Film Credit:**

- *The Greek Orthodox Community of Cincinnati 1907-1997*. **Produced and directed** a 55 minute, broadcast-quality historical documentary on Cincinnati's Greek community. Features rare photos and film footage compiled by the director. Script adapted from an historical essay by John S. Moraites, J.D. Background music by the *Greek Islanders* musical ensemble. Commissioned by Greek Orthodox Church. Premiered in Cincinnati on December 6, 1997; subsequently released on VHS by the GOC.

### **Selected Compositions:**

Choral & vocal works

- *Agios o Theos* (2011). Nativity song for chorus of unchanged voices with piano accompaniment. Based on a traditional tune. Premiere December 18, 2011, youth choir of Holy Trinity – St. Nicholas Greek Orthodox Church, Cincinnati, OH.

- *The Piano Lesson* (2008). Duet with piano accompaniment. Premiere March 2, 2008, Wyoming, Ohio.
- *Once I Captured a Butterfly* (2006). Art song for unchanged voice with piano accompaniment. Premiere March 2, 2008, Wyoming, Ohio, sung by Linden Eldredge at *Une Soiree Musicale*, accompanied by HyunKyung Kim.
- *Herouvikon* (Cherubic Hymn) 2006. Greek text from the Divine Liturgy of St. John Chrysostom. SATB acapella. (7:35 min.) Recorded at CCM, March 2006.
- *I Gennisis Sou* for unchanged voices and piano. Based on Byzantine chant. Text in Greek and English. World premiere December 19, 2004, Holy Trinity – St. Nicholas Greek Orthodox Church, Cincinnati.
- *Axion Estin* (SATB). Choral fugue based on Byzantine chant. Greek text from the Divine Liturgy of St. John Chrysostom. World premiere December 15, 2001, Holy Trinity – St. Nicholas Greek Orthodox Church, Cincinnati.
- *Einite ton Kyrion* (SATB, Greek text)
- *Gloria* (SATB & organ, English text)
- *Kyrie Eleison* (SATB, Greek text)
- *Mimosinon* (Orthodox Memorial Music): *Among Your Saints, Eternal Memory* (SATB, English text)
- Songs of the Nativity: *I Gennisis Sou, I Parthenos Simeron* (SATB & organ, Greek text). World premiere December 15, 2001, Holy Trinity – St. Nicholas Greek Orthodox Church, Cincinnati.
- *Tis Theos Megas* (SATB, Greek text)
- *Tou Dipnou Sou* (SATB Greek text)
- *La Fille Semi-Vertueuse*, farcical chamber opera in one act. Music and French libretto by James Kellaris. World premiere May 28, 1976, Mobile, Alabama.

#### Instrumental works:

- *Horiatiki Salata* (2015). Duet for mandolin and tenor mandola. 6:03
- *Dimitri's Earworms* (2015). Classical mandolin solo. 5:00
- *Slain by Somnolence* (2015). Duet for mandolin and classical guitar. 5:05
- *Persephonia II* (2015). Extended tone poem for plucked string orchestra. 5:09
- *Persephonia* (2014). Sixty second tone poem for plucked string orchestra. Vox Novus Composer's Voice *Fifteen Minutes of Fame* competition selection. Premiere by the Austin (TX) Mandolin Orchestra, March 8, 2015.
- *Choro for Olivia* (2014). Brazilian style genre piece for mandolin and classical guitar. World premiere Portland, OR, November 30, 2014.
- *Chrysopylae Reflections* (2012). Tone poem for plucked string orchestra. Winner of the 2012 SFMO International New Music Composition Competition. Premiere at the celebration of the 75<sup>th</sup> anniversary of the Golden Gate Bridge, May 27, 2012. Additional performances in Palo Alto (May 19, 2012), Berkeley (June 2, 2012), and Basilica of Mission Dolores, San Francisco (June 3, 2012). PMO (January 27, 2013). PMO, Providence, RI, Jan. 27, 2013. DMO, Dayton, OH, March 17, 2013.
- *It's Time to Learn* (2012). Theme music for Marketing Management distance learning instructional videos by Prof. Ric Sweeney, Lindner College of Business.
- *Kalamazoo Suite* for Mandolin Orchestra (2010). Three movements 15 min. World premiere by KMGO at Kzoo Valley Museum, May 20, 2012.

- *Kalamazoo Swag* (2009). Golden Age genre piece for mandolin orchestra. 4:40 World premiere by KMGO at Cooper's Glen Music Festival, Kalamazoo, MI, January 23, 2010.
- *Roads to Kalamata* (2009). Three movement suite of Greek genre pieces for mandolin orchestra. Duration = 9:48. Premiere, March 15, 2009, Dayton Mandolin Orchestra at Normandy UMC, Dayton, Ohio. Also performed at national CMSA conference, Oct. 2009.
- *Diaphoretiki Dhromoi* for string quartet (2007). One movement; duration = 4:43 min. Recorded at CCM.
- *Tiles* for string quartet (2006). Three movements; duration = 17 minutes. Recorded at CCM.
- *Nissiotika for Evans* (2001) duo for violin and piano based on traditional Greek island melodies.
- *Dimitri's Kalamatiano, Dimitri's Other Kalamatiano* (1992). Genre pieces in 7/8 time for bouzouki and ensemble of Greek instruments.
- *Fantasia for Two Guitars* (1986). World premiere October 26, 1990, Contemporary Arts Center, Cincinnati.
- *Fugue on a Hymn Tune* for guitar quartet (1986).
- *In Dulci Jubilo* for solo guitar (1986).

#### Multi-media works:

- *It's Christina* (2012-2013) – Music for recorded voice, computer-generated sounds and ensemble of instruments.
- *The Grandfather Passage* (2013) – Music for recorded voices, computer-generated sounds, and ensemble of instruments.

#### Arrangements for youth orchestra:

- *Viva la Vida* (Coldplay – 2008).
- *Dreidl, Dreidl, Dreidl* (2001). Premiere, December 17, 2002, Wyoming High School. Scheduled for performance in Dec. 2012 by Ft. Thomas (KY) Independent School orchestras.
- *Greek New Year Song* (2001). Kalanda of St. Basil in A minor.

#### Arrangements for mandolin orchestra

- *I Want to go Back to Michigan* (2013). Commissioned by KMGO.
- *Blind Mary / Sheebag Sheemore* (2013). Premiere March 17, 2013, The Dayton Art Institute, Dayton Mandolin Orchestra, James Johnston conducting.
- *In Dulci Jubilo* (2012).
- *Bring a Torch / I Saw Three Ships* (2011). Premiere DMO, Clifton Opera House (Dec. 2011).
- *The Best Italian Medley Ever Written in the History of the Mandolin Orchestra* (2011).
- *Je te veux* (2011). Erik Satie.
- *Deh, Vieni Alla Finestra* (2011). WA Mozart.
- *I've Got a Gal in Kalamazoo* (2010). Premiere KMGO, March 27, 2011, Kalamazoo Museum.
- *Psaropoula* (2008). Traditional Greek *syrtos*. Premiere, March 16, 2008, DMO @ Dayton Art Institute.

- *Roll Out the Earworms* (2008). Medley of classic TV theme songs. Premiere, March 30, 2008, DMO.
- *Toska* (Russian march)
- *Metsakukkia* (Finnish Waltz)
- *Torna a Surriento*
- *My Old Kentucky Home*
- *Kalanda* (Medley of traditional Greek holiday tunes)
- *Spiewniczek Piesni Koscielne* (Polish Christmas carol)
- *Jingle Bells*
- *Frosty the Snowman*
- *The Christmas Song*
- *Christmas Time is Here* (Charlie Brown)

#### Arrangements for mandolin quartet

- *Bring a Torch / I Saw Three Ships* (2008). Variations on traditional Christmas carols.
- *Be Thou My Vision* (2010).
- *Now the Green Blade Riseth* (2010).

#### Other arrangements

- *Komm, liebe Zither, Komm* (arr 2008). Song by W.A. Mozart arranged for baritone with mandolin and classical guitar accompaniment. Premiere March 2, 2008, Wyoming, Ohio, sung by Thom Mariner.
- *Deh, vieni alla finestra* (arr 2008). Aria from Don Giovanni by W.A. Mozart arranged for baritone with mandolin and classical guitar accompaniment. Premiere March 2, 2008, Wyoming, Ohio, sung by Thom Mariner.

#### **Published Essays:**

Kellaris, James J. (2014). Sonification of Numbers as a Compositional Method. *Classical Mandolin Society of America Mandolin Journal*. Vol. XXXI, No. 1, pp. 12-15.

Kellaris, James J. (2013). Composing, Arranging, & Orchestrating for Plucked String Ensembles: Thinking Outside the *Bachs*. *Classical Mandolin Society of America Mandolin Journal*. Vol. XXX, No. 4, pp. 14-16.

Hitchcock, Kathryn and James J. Kellaris (2009), "Dayton Mandolin Orchestra" *All Frets*.

Kellaris, James J. (2009), "Meet Your CMSA Convention Hosts: The Dayton Mandolin Orchestra," *The Mandolin Journal*, XXVI (3), 1-4.

Kellaris, James J. (2008), "On Musical Intelligence," *The Mandolin Journal*, Vol. XXV, No. 4, 22-23. (Published by the Classical Mandolin Society of America.)

Kellaris, James J. (2006), "Reflections on Metropolitan Christmas Concert: An Auditory Icon of

the Nativity,” *Byzantine Echoes*, (March), 3-4.

Kellaris, James J. (2003), “Reflections on the Raptis Musical Setting of the Divine Liturgy,” *Byzantine Echoes*, October 2003, Detroit: Mid-Eastern Federation of Greek Orthodox Church Musicians, 9.

## ***EMPLOYMENT HISTORY***

### **Academic appointments:**

**Sept. 2001** - Professor, College of Business, University of Cincinnati.

**Present** Womack/Gemini chair holder 9/07-present.

**May 2008** - Visiting professor, University of Liverpool, UK.

**Sept.-Dec. 2003** - Visiting Professor, School of Business, Bond University, Queensland, Australia.

**Jan.-May 2003** - Acting Department Head, Marketing, College of Business, University of Cincinnati.

**Apr.-May 2001** - Visiting Professor, ESCEM, Tours, France.

**Mar. 1998** - Visiting Professor, International Faculty, *École Supérieure de Commerce de Toulouse* (France)

**Sept. 1994** - Associate Professor of Marketing, College of Business

**Aug. 2001** Administration, University of Cincinnati.

**Sept. 1989** - Assistant Professor of Marketing, University of Cincinnati.

**Aug. 1994**

**Jan. 1989** - Visiting Assistant Professor of Marketing, Kennesaw State

**June 1989** College, Marietta, Georgia.

**Jan. 1988** - Instructor, Georgia State University, College of Business

**Dec. 1988** Administration.

**Sept. 1985** - Graduate Teaching Assistant, Georgia State University,

**Dec. 1987** College of Business Administration.

### **Non-academic work experience:**

**Jan. 1984** - Expert witness services. Consultancy, commercial and non-profit research  
**Present** projects, speaking, training.

**Apr. 1979** - Harris, Inc., Atlanta, Georgia. Department Manager/Buyer

**Jan. 1984** for Happy Herman's, a specialty food retail division of Harris Distribution.

**June 1974** - Full-time professional musician. Performance, arranging, recording,

**Mar. 1979** private instruction. Member AFM Local 148-462. Active on part-time basis from 1979 to present. Member of AFM Local 1.



## **DEGREES HELD**

**Ph.D./M.S.** Georgia State University, J. Mack Robinson College of Business, Atlanta.  
Concentration in Marketing. MS received June 1985, doctorate August 1990.

**A.B.** Georgia State University, College of Arts and Sciences, Atlanta, Georgia.  
Major in French, minor in Music. Degree received June 1979.

## **PROFESSIONAL AFFILIATIONS** – past\* & present\*\*

\*\*American Marketing Association (Ethics SIG)

\*Beta Gamma Sigma (Delta Chapter)

\*American Academy of Advertising

\*Christian Business Faculty Assn.

\*\*Society for Consumer Psychology

\*Association for Consumer Research

\*Cincinnati Musicians Association,

\*American Federation of Musicians Local 1

## ***PERSONAL DATA***

- U.S. citizen
- Born June 18, 1956
- Married (Janice Day Hink, March 11, 1978)
- Children: Lydia Marie, born July 20, 1992  
Christina Marie, born Dec. 15, 1995

Last Update: Dec. 5, 2014